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# 100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS

Fiscal Year 1958

DEPARTMENT OF DEFENSE  
OASD (COMPTROLLER)  
DIRECTORATE FOR INFORMATION OPERATIONS

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DEPARTMENT OF DEFENSE

100 COMPANIES AND AFFILIATES LISTED ACCORDING TO  
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FY-  
1 July 1957 - 30 June 1958

Net awards to the 100 companies and their 130 affiliates which received the largest volume of military prime contract awards during Fiscal Year 1958 (1 July 1957 to 30 June 1958) amounted to 74.2% of the U. S. total. This ratio compares with 68.4% received by the top 100 companies and 153 affiliates in Fiscal Year 1957.

The amount of awards to these companies reflects a 25% increase in the proportion of defense contracts awarded for aircraft and guided missiles. In Fiscal Year 1958 procurement of aircraft and missiles accounted for 50% of all military prime contract awards of \$10,000 or more, compared to 39% in Fiscal Year 1957.

The increase in the percent of total awarded to the first two companies on the list, Boeing Airplane Co. and General Dynamics Corporation, was as large as the net increase in the entire list of 100. Contracts with Boeing increased from \$907 million in Fiscal Year 1957 to \$2,131 million in Fiscal Year 1958. Practically all of the Boeing awards were in the programs for B-52 bombers, KC-135 jet tankers, and the Bomarc missile. Most of the General Dynamics awards, which increased from \$1,018 million to \$1,383 million, were for work of the Convair Division on the Atlas Missile program, certain Navy missiles, the F-102 and F-106 fighter aircraft, and the B-58 bomber, with smaller amounts going to Electric Boat and other divisions for submarines and other products. The percent of total awarded to these two companies increased from 10.2% in Fiscal Year 1957 to 16.2% in Fiscal Year 1958.

There were many upward and downward shifts in awards to other companies, and 20 companies on the Fiscal Year 1957 list are not among the top 100 in Fiscal Year 1958. Douglas Aircraft obtained 1.1% more of the U. S. total than in Fiscal Year 1957 and General Electric obtained 1.0% less. No other shifts in awards to listed companies involved more than 7/10 of 1% of the total.

Twenty-four of the top 25 companies are engaged mainly in the missile and aircraft programs. Their awards amounted to 56% of the value of all defense contracts of \$10,000 or more. Aircraft and missile production is the major part of the military business of more than half of the 100 companies on the list, and most of the others appear on the list because of their contracts in related programs, such as electronics, fuels and propellants, and the construction of airfields, missile bases and warning systems. Many of these companies have committed all or the principal part of their plants and facilities, located in many communities throughout the country, to these programs of production for modern defense.

A very substantial portion of the prime contract awards to these large manufacturers is subcontracted out to other concerns for components, parts and services. The prime contractors on this list who participate in the Department of Defense Small Business Subcontracting Program account for 90% of the total awards to the top 100 companies. Reports received from these companies show that in Fiscal Year 1958 54% of their military receipts were subcontracted out, and that more than one-third of the subcontracted amounts went to small business firms. Thus less than half of the prime contract funds were retained by these manufacturers for work in their own plants.

The list of 100 for Fiscal Year 1958 is shown in Table 1 attached, and the list for Fiscal Year 1957 is shown in Table 2.

Office of the Secretary of Defense

Table 1  
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO  
NET VALUE OF MILITARY PRIME CONTRACT AWARDS a/

1 July 1957 - 30 June 1958

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U.S. Total
	U. S. TOTAL a/	<u>\$21,794.8</u>	<u>100.0%</u>	<u>100.0%</u>
	TOTAL, 100 COMPANIES AND THEIR SUBSIDIARIES b/	<u>16,164.3</u>	<u>74.2</u>	<u>74.2</u>
1.	BORING AIRPLANE CO.	2,131.0	9.8	9.8
2.	GENERAL DYNAMICS CORP. Electronic Control Systems, Inc. Total	1,362.6 0.6 <u>1,363.2</u>	6.4 a/ <u>6.4</u>	16.2
3.	GENERAL ELECTRIC CO.	783.4	3.6	19.8
4.	LOCKHEED AIRCRAFT CORP. Lockheed Aircraft Service, Inc. Lockheed Aircraft Service International, Inc. Lockheed Aircraft Service Overseas, Inc. Lockheed Air Terminal, Inc. Total	700.8 22.6 7.1 24.1 0.5 <u>755.1</u>	3.3 0.1 a/ 0.1 a/ <u>3.5</u>	23.3
5.	UNITED AIRCRAFT CORP.	661.1	3.0	26.3
6.	AMERICAN TELEPHONE & TELEGRAPH CO. Teletype Corp. Western Electric Co. Westrex Corp. Total	0.3 2.3 657.2 c/ <u>659.8</u>	a/ a/ 3.0 a/ <u>3.0</u>	29.3
7.	NORTH AMERICAN AVIATION, INC. Astrodyn, Inc. Total	646.5 1.2 <u>647.7</u>	3.0 a/ <u>3.0</u>	32.3
8.	DOUGLAS AIRCRAFT CO.	513.4	2.4	34.7
9.	HUGHES AIRCRAFT CO.	472.6	2.2	36.9
10.	MARTIN CO. (THE) Rias, Inc. Total	400.0 0.2 <u>400.2</u>	1.8 a/ <u>1.8</u>	38.7

Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
11.	SPERRY-RAND CORP. Vickers, Inc. Wright Machinery Co. Total	\$361.9 8.2 c/ 370.1	1.7 d/ d/ 1.7	40.4
12.	CHANCE VUGHT AIRCRAFT, INC.	360.4	1.7	42.1
13.	MCDONNELL AIRCRAFT CORP.	352.0	1.6	43.7
14.	INTERNATIONAL BUSINESS MACHINES CORP. Service Bureau Corp. Total	316.4 0.1 316.5	1.5 d/ 1.5	45.2
15.	RADIO CORP..OF AMERICA National Broadcasting Co. RCA Communications, Inc. RCA Victor Distributing Corp. Total	288.1 0.1 c/ 0.1 288.3	1.3 d/ d/ d/ 1.3	46.5
16.	NORTHROP AIRCRAFT, INC.	283.5	1.3	47.8
17.	GENERAL MOTORS CORP. Ethyl Corp. c/ Frigidaire Sales Corp. Total	280.2 0.1 0.6 280.9	1.3 d/ d/ 1.3	49.1
18.	WESTINGHOUSE ELECTRIC CORP. Westinghouse Electric International, Inc. Westinghouse Electric Supply Co. Westinghouse Electric Appliance Sales Corp. c/ Total	268.9 0.1 0.3 c/ 269.3	1.2 d/ d/ d/ 1.2	50.3
19.	REPUBLIC AVIATION CORP.	264.7	1.2	51.5
20.	CHRYSLER CORP. Chrysler Airtemp Sales Corp. Mira Corp. Total	253.1 5.5 c/ 258.6	1.2 d/ d/ 1.2	52.7
21.	GRUMMAN AIRCRAFT ENGINEERING CORP. Dynamic Developments, Inc. Total	245.1 0.1 245.2	1.1 d/ 1.1	53.8
22.	RAYTHEON MANUFACTURING CO.	237.0	1.1	54.9
23.	CURTISS-WRIGHT CORP. Aerophysics Development Co. Propulsion Research Corp. Total	204.0 6.3 0.4 210.7	1.0 d/ d/ 1.0	55.9

Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
24.	BENDIX AVIATION CORP. Bendix-Westinghouse Automotive Air Brake Co. Sheffield Corp. Total	\$207.4 0.1 c/ 207.5	1.0 d/ d/ 1.0	56.9
25.	STANDARD OIL CO. (N. J.) Carter Oil Co. Enjay Co., Inc. Esso Export Corp. Esso Research & Engineering Co. Esso Standard Oil Co. Ethyl Corp. e/ Gilbert & Barker Mfg. Co. Humble Oil & Refining Co. Penola Oil Co. Standard Vacuum Oil Co. f/ Total	0.0 7.9 0.1 155.7 0.1 17.9 0.1 0.1 2.6 0.1 2.2 186.8	0.0 d/ d/ 0.7 d/ 0.2 d/ d/ d/ d/ d/ 0.9	57.8
26.	GENERAL TIRE & RUBBER CO. Aerojet General Corp. Byers (A.M.) Co. Total	11.6 147.2 1.0 159.8	d/ 0.7 d/ 0.7	58.5
27.	FORD MOTOR CO. Aeronutronic Systems, Inc. Total	146.3 10.3 156.6	0.7 d/ 0.7	59.2
28.	STANDARD OIL CO. OF CALIFORNIA American Bitumuls & Asphalt Co. California Oil Co. California Research Corp. California Tanker Co. Caltex Oil Products Co. g/ International Bitumen Emulsions Corp. Lincoln Oil Co. Pacific Oil Co. Standard Oil Co. of Texas Total	68.9 c/ 3.2 0.1 0.1 37.6 c/ c/ 0.1 7.3 117.3	0.3 d/ d/ d/ d/ 0.2 d/ d/ d/ d/ 0.5	59.7
29.	FAIRCHILD ENGINE & AIRPLANE CORP.	103.2	0.5	60.2
30.	INTERNATIONAL TELEPHONE & TELEGRAPH CO. Federal Electric Corp. Intelex Systems, Inc. Kuthe Laboratories, Inc. Royal Electric Corp. Total	51.9 43.3 c/ 1.5 c/ 96.7	0.2 0.2 d/ d/ d/ 0.4	60.6

Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
31.	AVCO MANUFACTURING CORP.	\$86.5	0.4	61.0
32.	BELL AIRCRAFT CORP.	41.7	0.2	
	Bell Helicopter Corp.	40.3	0.2	
	Hydraulic Research Mfg. Co.	0.1	d/	
	Wheelabrator Corp.	0.1	d/	
	Total	82.2	0.4	61.4
33.	TEXAS CO. (THE)	37.2	0.2	
	Caltex Oil Products Co. g/	37.6	0.2	
	Texaco Brazil, Inc.	c/	d/	
	Texas Co. (Caribbean), Ltd.	c/	d/	
	Texas Co. (Puerto Rico), Inc.	0.1	d/	
	Texas Petroleum Co.	0.3	d/	
	Texas Pipeline Co.	c/	d/	
	Total	75.2	0.4	61.8
34.	CONTINENTAL MOTORS CORP.	32.8	0.1	
	Continental Aviation & Engineering Corp.	40.5	0.2	
	Gray Marine Motor Co.	c/	d/	
	Wisconsin Motor Corp.	0.1	d/	
	Total	73.4	0.3	62.1
35.	BURROUGHS CORP.	70.0	0.3	
	Control Instrument Co.	1.4	d/	
	Haydu Electronic Products, Inc.	0.2	d/	
	Total	71.6	0.3	62.4
36.	AMERICAN BOSCH ARMA CORP.	70.9	0.3	62.7
37.	SOCOCNY MOBIL OIL CO.	11.3	0.1	
	Basin Oil Co.	c/	d/	
	General Petroleum Corp.	8.7	d/	
	Magnolia Petroleum Co.	6.9	d/	
	Mobil Overseas Oil Co., Inc.	38.1	0.2	
	Standard Vacuum Oil Co. f/	2.2	d/	
	Total	67.2	0.3	63.0
38.	PHILCO CORP.	65.7	0.3	
	Lansdale Tube Co.	0.2	d/	
	Sierra Electronics Co.	0.3	d/	
	Total	66.2	0.3	63.3
39.	KIEWIT (PETER) SONS' CO.	65.1	0.3	63.6
40.	BROWN-RAYMOND-WALSH h/	64.1	0.3	63.9

Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
41.	THOMPSON PRODUCTS, INC.	\$18.8	0.1	
	Ramo-Wooldridge Corp.	45.0	0.2	
	Ramsey Co.	c/	d/	
	Total	63.8	0.3	64.2
42.	GREENLAND CONTRACTORS 1/	63.2	0.3	64.5
43.	CITIES SERVICE CO.	0.0	0.0	
	Arkansas Fuel Oil Corp.	1.7	d/	
	Cities Service Gas Co.	0.3	d/	
	Cities Service Oil Co.	57.8	0.3	
	Orange State Oil Co.	2.2	d/	
	Total	62.0	0.3	64.8
44.	COLLINS RADIO CO.	61.3	0.3	65.1
45.	PAN-AMERICAN WORLD AIRWAYS, INC.	60.6	0.3	65.4
46.	MARQUARDT AIRCRAFT CO.	60.2	0.3	65.7
47.	HAYES AIRCRAFT CORP.	60.1	0.3	66.0
48.	OLIN MATHIESON CHEMICAL CORP.	50.5	0.3	
	Liberty Powder Co.	7.0	d/	
	Liberty Powder Defense Corp.	0.9	d/	
	Total	58.4	0.3	66.3
49.	FOOD MACHINERY & CHEMICAL CORP.	57.8	0.3	66.6
50.	GOODYEAR TIRE & RUBBER CO.	22.9	0.1	
	Goodyear Aircraft Corp.	41.0	0.2	
	Goodyear Engineering Corp.	(-) 6.4	d/	
	Kelly-Springfield Tire Co.	0.1	d/	
	Total	57.6	0.3	66.9
51.	THIOLCE CHEMICAL CORP.	56.8	0.3	
	National Electronics Laboratories, Inc.	c/	d/	
	Hunter-Bristol Corp.	o/	d/	
	Total	56.8	0.3	67.2
52.	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	56.1	0.3	67.5
53.	NEWPORT NEWS SHIPBUILDING & DRY DOCK CO.	54.1	0.3	67.8



Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
54.	GENERAL PRECISION EQUIPMENT CORP.	0.1	d/	
	Astania Regulator Co.	0.1	d/	
	General Precision Laboratory, Inc.	7.4	d/	
	Graflex, Inc.	1.0	d/	
	Griscom-Russell Co.	0.1	d/	
	Kearfott Co., Inc.	9.6	d/	
	Librascope, Inc.	21.3	0.1	
	Link Aviation, Inc.	12.8	0.1	
	National Theater Supply Co.	c/	d/	
	Precision Technology, Inc.	0.1	d/	
	Strong Electric Corp.	0.4	d/	
	Total	52.9	0.2	68.0
55.	MINNEAPOLIS-HONEYWELL REGULATOR CO.	47.0	0.2	68.2
56.	GARRETT CORP.	46.7	0.2	68.4
57.	CALIFORNIA INSTITUTE OF TECHNOLOGY	45.4	0.2	68.6
58.	TIDEWATER OIL CO.	44.3	0.2	
	Seaside Oil Co.	0.9	d/	
	Total	45.2	0.2	68.8
59.	MATHIASSEN'S TANKER INDUSTRIES, INC.	42.9	0.2	69.0
60.	BETHLEHEM STEEL CORP.	0.0	0.0	
	Bethlehem Pacific Coast Steel Corp.	4.8	d/	
	Bethlehem Sparrows Point Shipyard, Inc.	0.1	d/	
	Bethlehem Steel Co.	36.7	0.2	
	Bethlehem Steel Export Co.	0.1	d/	
	Total	41.7	0.2	69.2
61.	LEAR, INC.	38.4	0.2	69.4
62.	SYLVANIA ELECTRIC PRODUCTS, INC.	37.0	0.2	69.6
63.	HENDY (JOSHUA) CORP.	37.0	0.2	69.8
64.	FIRESTONE TIRE & RUBBER CO.	31.9	0.2	
	Firestone Industrial Products Co.	0.1	d/	
	Ravenna Arsenal, Inc.	4.6	d/	
	Total	36.6	0.2	70.0
65.	RAND CORP.	31.7	0.2	
	Systems Development, Inc.	4.9	d/	
	Total	36.6	0.2	70.2
66.	MARINE TRANSPORT LINES, INC.	36.4	0.2	70.4

Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
67.	BATH IRON WORKS CORP.	\$36.3	0.2	70.6
69.	DUPONT (E. I.) DE NEMOURS & CO.	6.6	d/	
	Mall Tool Co.	c/	d/	
	Remington Arms Co.	28.5	0.2	
	Total	35.1	0.2	70.8
69.	OMAN-FARNSWORTH-WRIGHT j/	33.7	0.2	71.0
70.	DEFOE SHIPBUILDING CO.	33.1	0.2	71.2
71.	STATES MARINE CORP.	23.3	0.1	
	States Marine Corp. (Del.)	5.3	d/	
	Isthmian Lines, Inc.	4.5	d/	
	Total	33.1	0.1	71.3
72.	OMAN-FARNSWORTH-WRIGHT-KAISER-MORRISON-KNUDSEN j/	32.7	0.1	71.4
73.	KAMAN AIRCRAFT CORP.	31.6	0.1	71.5
74.	WESTINGHOUSE AIRBRAKE CO.	11.4	d/	
	Le Tourneau-Westinghouse Co.	0.9	d/	
	Melpar, Inc.	19.2	0.1	
	Union Switch & Signal Construction Co.	c/	d/	
	Total	31.5	0.1	71.6
75.	TODD SHIPYARDS CORP.	31.3	0.1	71.7
76.	UNION OIL CO. OF CALIFORNIA	30.0	0.1	71.8
77.	MOTOROLA, INC.	29.7	0.1	
	Motorola Communications & Electronics, Inc.	0.1	d/	
	Total	29.8	0.1	71.9
78.	SINCLAIR OIL CORP.	0.0	0.0	
	Fletcher Oil Co.	1.2	d/	
	Sinclair Refining Co.	28.5	0.1	
	Total	29.7	0.1	72.0
79.	TEMCO AIRCRAFT CORP.	29.6	0.1	
	Fenske Fedrick & Miller Inc.	0.1	d/	
	Total	29.7	0.1	72.1
80.	GOODRICH (B. F.) CO.	28.8	0.1	72.2
81.	WHITE MOTOR CO.	(-) 9.5	(-) 0.1	
	Diamond T Motor Truck Co.	38.1	0.2	
	Total	28.6	0.1	72.3
82.	SUNDSTRAND MACHINE TOOL CO.	28.0	0.1	
	Sundstrand Aircraft Service Corp.	0.3	d/	
	Total	28.3	0.1	72.4

Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
83.	SHELL OIL CO. International Lubricant Corp. Shell Chemical Corp. Shell Development Co. Total	\$25.6 0.8 1.2 0.4 28.0	0.1 d/ d/ d/ 0.1	72.5
84.	TISEMAN (PAUL) GENERAL CONTRACTORS, INC.	27.5	0.1	72.6
85.	BLUE CROSS ASSOCIATION, INC.	27.1	0.1	72.7
86.	PENN-TEXAS CORP. Colt's Manufacturing Co. Pratt & Whitney Co. Quickway Truck Shovel Co. Total	0.0 0.1 11.9 15.0 27.0	0.0 d/ d/ 0.1 0.1	72.8
87.	CONTINENTAL OIL CO.	26.9	0.1	72.9
88.	HERCULES POWDER CO.	26.8	0.1	73.0
89.	EASTMAN KODAK CO. Eastman Chemical Products, Inc. Eastman Kodak Stores, Inc. Recordak Corp. Total	24.8 c/ 0.2 1.1 26.1	0.1 d/ d/ d/ 0.1	73.1
90.	RICHFIELD OIL CORP. American Mineral Spirits Co.. Total	25.7 0.2 25.9	0.1 d/ 0.1	73.2
91.	CESSNA AIRCRAFT CO.	25.0	0.1	73.3
92.	STANDARD OIL CO. (INDIANA) American Oil Co. Tuloma Gas Products Co. Utah Oil Refining Co. Total	21.7 7.0 c/ 6.3 25.0	0.1 d/ d/ d/ 0.1	73.4
93.	BEECH AIRCRAFT CORP. Beechcraft Research & Development, Inc.	24.0 c/ 24.0	0.1 d/ 0.1	73.5
94.	SUNRAY MIDCONTINENT OIL CO. DX Sunray Oil Co. Suntide Refining Co. Total	0.3 23.1 0.5 23.9	d/ 0.1 d/ 0.1	73.6
95.	GILFILLAN BROTHERS, INC.	23.7	0.1	73.7

Table 1 (Continued)

Rank	Companies	Millions of Dollars	Percent of U.S. Total	Cumulative Percent of U.S. Total
96.	JOHNS HOPKINS UNIVERSITY	\$23.2	0.1	73.6
97.	U. S. LINES, INC.	22.9	0.1	73.9
98.	ASIATIC PETROLEUM CORP.	22.8	0.1	74.0
99.	RYAN AERONAUTICAL CO.	22.2	0.1	74.1
100.	UNION CARBIDE CORP.	22.2	0.1	74.2

## FOOTNOTES:

a/ New value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S., plus awards to listed companies and other identifiable U.S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letters of intent and letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts, and debit and credit actions that amend, cancel or terminate contracts. The data do not include that part of open-end or indefinite quantity contracts that have not been translated into specific orders on business firms. The data do not include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U.S. Government agencies and financed with Defense Department funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1958. Only those subsidiaries are shown for which procurement actions have been reported.

c/ Less than \$50,000.

d/ Less than 0.05%.

e/ Stock ownership is equally divided between General Motors Corp. and Standard Oil Co. of New Jersey; half of the total military awards is shown under each of the parent companies.

f/ Stock ownership is equally divided between Standard Oil Co. of New Jersey and Socony Mobil Oil Co.; half of the total of military awards is shown under each of the parent companies.